

## Message Text

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PAGE 01    BUCAR 07374 141552Z  
ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 PASS-00 /020 W  
----- 124230 /44

R 141048Z DEC 76  
FM AMEMBASSY BUCHAREST  
TO SECSTATE WASHDC 795

UNCLAS BUCHAREST 7374

EO 11652: NA  
TAGS: BEXP RO  
SUBJECT: TRADE DISPUTE BURR-BROWN RESEARCH CORP

TO: JIM STRICKLAND  
BURR-BROWN RESEARCH CORP  
TUCSON ARIZONA  
TELEX 666491

REF: YOUR TELEX OF DEC 10

AS I TOLD YOU, I HAD SEPARATE MEETINGS WITH ACHIM OF FOREIGN  
TRADE MINISTRY AND TRAIYESCU OF ELECTRONUM ON DEC 14. WHILE  
FORMER KNEW NOTHING ABOUT PROBLEM, LATTER WAS FULLY CONVERSANT  
WITH IT. ELECTRONUM DECISION TO CANCEL LARGER PORTION OF ORDER  
TAKEN BY ELECTRONUM'S BOARD OF DIRECTORS BASED ON LARGE PRICE  
DIFFERENCE BETWEEN YOUR OFFER AND THAT OF YOUR COMPETITOR.  
AT TIME OF FAIR CLOSING WHEN YOU SIGNED CONTRACT, YOUR COMPETITOR'S  
PRODUCT HAD NOT YET BEEN SUBJECTED TO LOCAL TESTS. SUBSEQUENTLY,  
AS YOU ASSUMED, IT WAS AND MET ROMANIAN SPECIFICATIONS. THEREFORE,  
ELECTRONUM'S EARLY DECISION TO CANCEL PORTION YOUR ORDER.  
DURING PERIOD OF YOUR RECENT TELEX EXCHANGE, INCLUDING YOUR  
OFFER TO REDUCE PRICE, ELECTRONUM HEAD TRAIYESCU OUT OF COUNTRY  
AND UNAWARE OF YOUR OFFER AND ELECTRONUM'S RESPONSE. HOWEVER,  
WHEN I INFORMED HIM OF YOUR OFFER, HE TOLD CHIARELLO, (OFFICER  
HANDLING THIS ORDER IN DEPT 25 -- POPISTASU NO LONGER WORKS  
THERE) TO SEND YOU TELEX CONFIRMING ELECTRONUM ORDER FOR WHOLE  
CONTRACT. HOPE THIS SOLVES YOUR PROBLEM. BEST REGARDS, EMIL  
CASTRO, COMMERCIAL ATTACHE.

AMERICAN EMBASSY  
BUCHAREST ROMANIA  
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BARNES

NOTE BY OC/T: PASSED ABOVE ADDRESSEE.

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 14 DEC 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1976BUCHAR07374  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D760460-0581  
**From:** BUCHAREST  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1976/newtext/t19761242/aaaabkef.tel  
**Line Count:** 62  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION COME  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
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**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
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**Review Comment:** n/a  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** TRADE DISPUTE BURR-BROWN RESEARCH CORP TO: JIM STRICKLAND BURR-BROWN RESEARCH CORP  
**TAGS:** BEXP, RO  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006